



## **GSS - Global Sourcing Services**

**We support you in reducing  
your costs sustainable:  
fast, easy and risk-free!**

# GSS - Global Sourcing Services

## What are we doing?

- Who are we?
- What is your benefit?
- Where could we cooperate?
- How do we collaborate?

## GSS – your business gate to Asia/ China

- GSS runs Operations Hubs in Asia staffed with Swiss experts and disposes of more than 200 employees all over Asia
- Our expertise is based on more than 10 years experience of doing business in China/ Asia – we built up and maintain a broad local network
- GSS is bundling the demands for sourcing, manufacturing, business exploration in Asia/ China of various European (*industry*) customers

A unique opportunity to strengthen your local representation in the most competitive sourcing & manufacturing markets worldwide using our expertise and without scattering your name all over (Asia)  
*(we guarantee absolute anonymity - better than a Swiss bank!)*

## Gain benefits by using GSS

- flat learning curve – quick results!
- wide range of services based on our wealth of experience
- smart logistics concept – „carriage paid delivery“
- low risk profile
- no hidden costs and no financial upfront investments
- Low draw on your own resources (*money, staff*) for Global Sourcing

# Our services are specifically designed for the needs of the Swiss/ European Industries

- **Sourcing** in Asia
- **Manufacturing** in Asia
- **Manufacturing/ Product transfer** incl. localizing of parts/ components
- **Quality control in China**
- **Set up of your Operations Hub** in China / „Greater Shanghai Area“

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**In more than 10 years being local in Asia we already made most of the experiences needed for your success**

**A Management-Buy-Out with a leading Swiss textile machine manufacturer was the starting point of GSS**

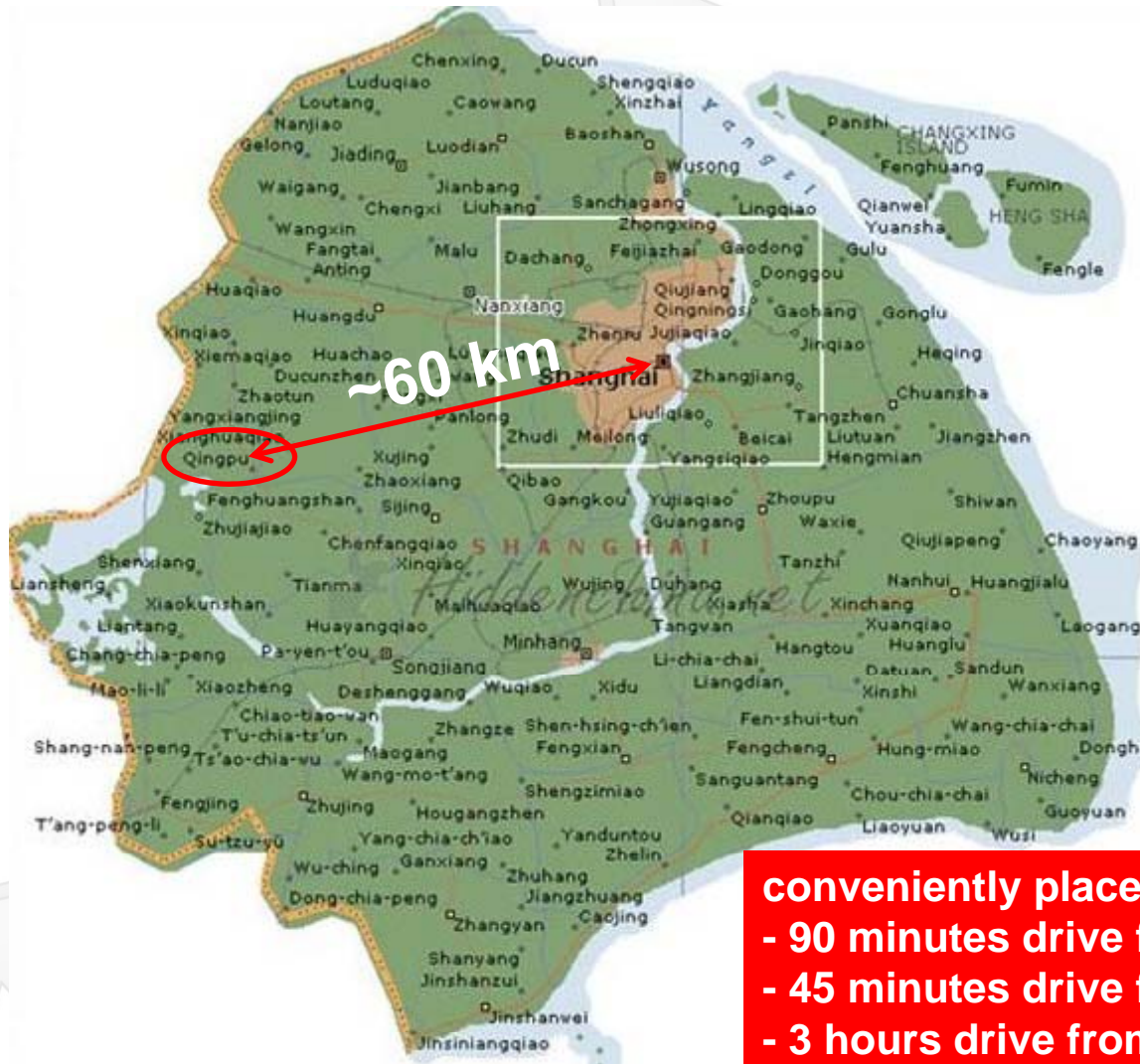
- **1998** opening a purchasing office in Shanghai
- **2004** expansion & foundation of a production site in Qingpu
- **2009** foundation of *GSS Manufacturing (Shanghai) Co. Ltd*
- **2009** expansion of the GSS manufacturing capacities

# Up-to-date infrastructure and high-end quality control equipment





# GSS Shanghai is located in „Qingpu“ - the Western District of Shanghai



**conveniently placed as regards transport facilities:**

- 90 minutes drive from Pudong airport
- 45 minutes drive from Hongqiao airport
- 3 hours drive from Nanjing airport

# Our Swiss cooperation partner for Electronics in Asia – sound experience in manufacturing/ production transfer

- Located in Malaysia
- Founded 1980
- Swiss Management
- Sales >30 Mio. Fr.
- 250 Employees
- Manufacturing, testing and maintenance of electronics, box build products, cables
- Focus on “low to medium volume and high mix-manufacturing parts”
- Certified for aircraft & defense industry (“zero-defect”)



# Up-to-date manufacturing infrastructure optimized especially for mid and low lot sizes



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# Thanks our long-standing cooperation with European customers your benefits will show up very quickly

- **Significant cost savings**
- **Wide range of services**
  - Especially designed for small lot sizes (*up to 1 to 5 pcs*)
- **Quick benefits**
  - Flat learning curve
  - Low initial/ upfront investments
  - Qualified, reliable and well-tried world wide supplier network
  - Long-standing experience in sourcing, manufacturing, logistics and quality control in Asia/ China

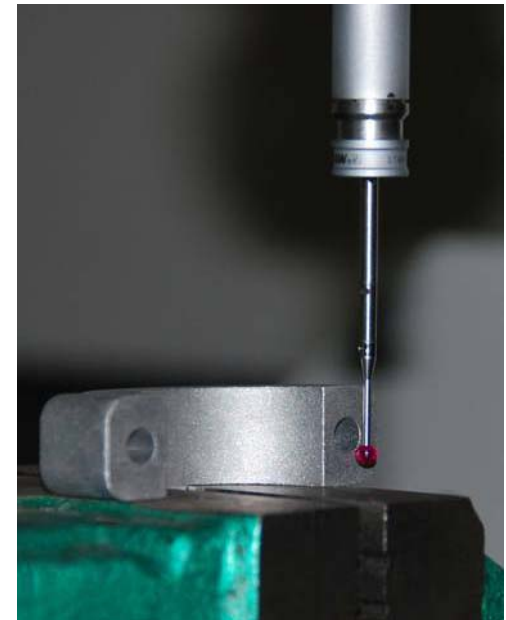
# Working with an experienced & competent Swiss partner making your *(business)* life much easier

Your business partner is GSS in Switzerland. Your benefits out of it:

- **NO** additional time, nor outlays for travel and expenses
- **NO** time-consuming administration for transport or customs
- **NO** separate transport/ customs *(or any other hidden)* costs; our prices incl. *"carriage paid delivery"* (= DDP, INCOTERMS2000)
- **NO** payments in advance; you pay after goods receiving
- **Contract** with a Swiss supplier based on **Swiss Law**  
=> contractual and legal security with **NO** "ifs and buts"
- **NO** language/ communication problems; we speak (Swiss) German, English and Mandarin *(on behalf of you)*

## Swiss Quality made in China

- Professional and reliable quality control on-site in China/ Asia ensured by acknowledged **Swiss Quality Experts**
  - They speaks **German, Mandarin** and **English**; valuable assets when dealing with our customers and Chinese/ Asian suppliers!
  - Reliable/ well-tried Quality Management System
  - Well equipped manufacturing and assembly workplaces with ultramodern 3D laser measuring equipment in an air-conditioned environment
- ➔ The required quality is achieved at our suppliers and at our production facility in China/ Asia, **before delivery to our customers in Switzerland/ Europe**



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## Based on our wide range of products we are able to support our customers manifold and competent

- cast parts
- machined parts
- stampings
- decolletage parts
- sheet metal parts and structures
- steel structures
- injection moulded plastic parts
- mechanical and mechatronic assemblies
- service and maintenance of rolls
- electronics/ PCBAs
- cable assemblies and electrical controls/ switch cabinets

# Our customer portfolio covers various industries and reflects our acknowledged competence and experience

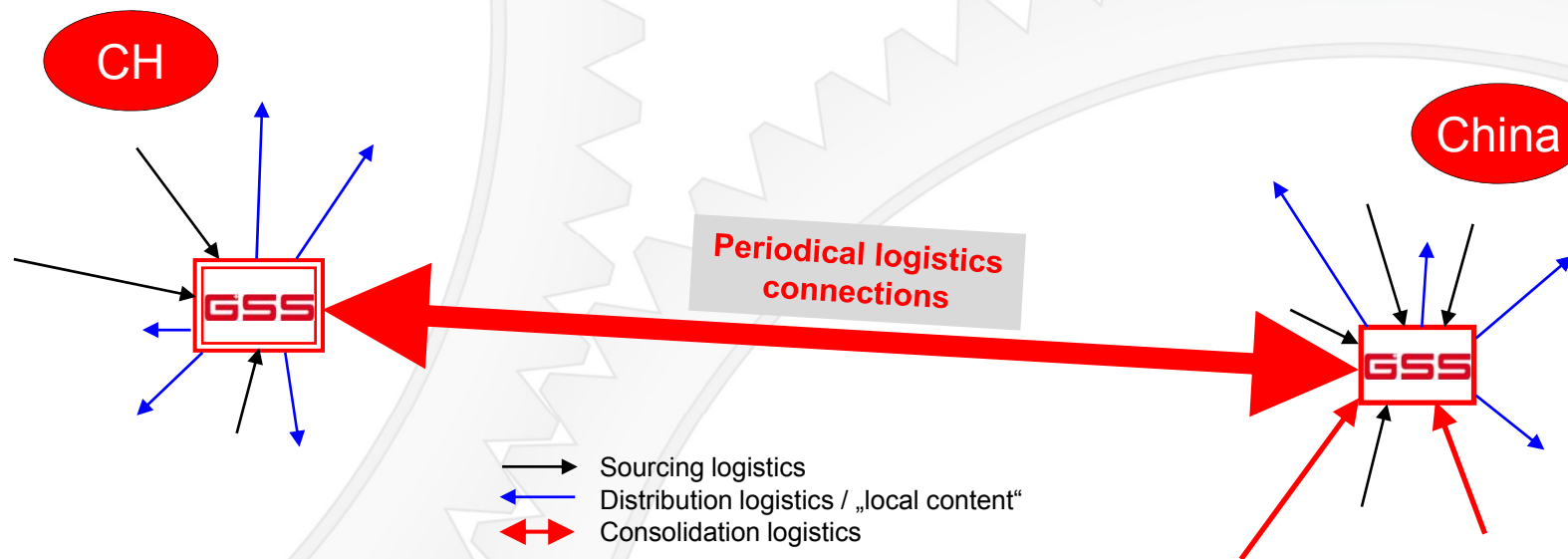
- Machine engineering/ building
- Apparatus engineering/ building incl. precision machines/ apparatus
- Health industry and medical technology/ engineering
- Food industry
- Solar industry
- Assembly and joining technology
- Furniture & interior Design

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**How do we collaborate?**

# Periodical logistics connections guarantee a secure and reliable supply even in extraordinary situations



- Weekly / fortnightly shipments from China/ Asia to Europe/ Switzerland
- Air freight shipment within 3 to 5 working days (*in urgent cases or for sampling*)
- Sea freight shipment within 6 weeks
- Buffer stock in Europe or Asia during ramp-up or on customer's request

# Quick realization of cost savings!

Normal-Teile		Monat 1				Monat 2				Monat 3				Monat 4				Monat 5				Monat 6			
Aktivität	Dauer	W1	W2	W3	W4	W5	W6	W7	W8	W9	W10	W11	W12	W13	W14	W15	W16	W17	W18	W19	W20	W21	W22	W23	W24
Vorabklärungen, Angebote, Vertrag	4 Wochen	█	█	█	█																				
Herstellung und Lieferung Musterteile	3 bis 4 Wochen					█	█	█	█	<i>Lieferung mit Luftfracht!</i>															
Qualifizierung Musterteile durch Kunde	1 Woche								█																
Herstellung und Lieferung "0-Serie"	6 bis 8 Wochen									█	█	█	█	<i>Lieferung mit Seefracht!</i>											
Qualifizierung "0-Serie" durch Kunde	1 Woche															█									
Freigabe Serienproduktion																◆									
Herstellung/ Lieferung 1. Los Serienteile	6 bis 8 Wochen																	█	█	█	█	<i>Lieferung mit Seefracht!</i>			
<b>Kosteneinsparung realisiert</b>	<b>innert 21 bis 26 Wochen</b>																								◆

## Necessary prerequisites for your (and our) success:

- ➔ Local representation with chin. Management & Swiss Experts
- ➔ Flat learning curve = quick benefits based on our wealth of experience
- ➔ Local Swiss quality control in Asia – before shipment to Europe
- ➔ Periodical, reliable logistics connections from Asia to Europe

**We are ready and happy to support you as well!**

**Global Sourcing Services AG**

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